

Video



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INVESTMENTS



100% Leased, Trophy 5-Tenant Outparcel

GEORGE'S RUN

7705 - 7721 Sawmill Road | Dublin (Columbus), Ohio

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EXECUTIVE SUMMARY

Offering Summary

Pegasus Investments Real Estate Advisory Inc., as exclusive investments sale advisor to seller, is pleased to offer George's Run – a 100% leased five tenant retail strip center situated as an outparcel to a Kroger Marketplace in Dublin, Ohio. Boasting some of the most affluent demographics in the entire state of Ohio, Dublin offers its residents the #1 ranked school system in Columbus – the 14th largest city in the nation. Newly constructed in 2017, George's Run features a stable mix of restaurant, medical and service-oriented tenants including Cucinova Pizza (Sbarro guaranty), Daily Dental & BracesBar, Lady Jane's hair salon, PetValu, and Duck Donuts. George's Run is a truly trophy quality asset offering investors an ideal combination of Class A construction within an extremely high barrier to entry affluent market.

Situated along Sawmill Road at a prominent signalized intersection just north of Columbus' Outerbelt (I-270), George's Run's reach is all encompassing. Due to its strategic location, George's Run offers convenient service amenities to daily commuters along Sawmill Road, local neighborhood shoppers visiting the new Kroger Marketplace, regional shoppers frequenting the Walmart Supercenter across the street, as well as students, parents and faculty from the highest ranked school district in the county – the Dublin Scioto High School.

FOCUSED ON FOOD, SERVICE AND MEDICAL TENANCY



IRREPLACEABLE SAWMILL CORRIDOR

Downtown Columbus



Investors unfamiliar with the benefits of owning commercial real estate in the Columbus metro will be astonished at the opportunities and growth underway. While most other major cities in the Midwest have lost population since the 1960's, the Columbus metro population has continued to expand exponentially and recently eclipsed the 2 million mark, making it the 2nd largest metro in the Midwest and the city of Columbus the 14th largest city in U.S. Columbus has a strong and diverse economy based on education, insurance, banking, fashion, medical research, health care, hospitality, retail, and technology. In 2010, Columbus was one of the 10 best big cities in the country, according to Relocate America, and in 2008 MarketWatch ranked Columbus and its metro area as the No. 7 best place in the country to operate a business. In 2012, Forbes Magazine ranked the city as the best city for working moms and five year prior the city was ranked No. 3 in the United States by fDi magazine for "Cities of the Future", and No. 4 for most business-friendly in the country. In 2013, the city had four corporations named to the U.S. Fortune 500 list: Nationwide Mutual Insurance Company, American Electric Power, L Brands, and Big Lots, with Cardinal Health located in Dublin just minutes from George's Run.

Financial Highlights

Price	\$5,060,000
Cap Rate	6.75%
NOI	\$341,655

Investment Highlights

Dublin - One of Columbus' Strongest and Most Affluent Communities

- \$105,000 - \$120,000 average household incomes within the immediate trade area; Dublin's median household income in 2012 was \$114,183 and the median home price is almost \$400,000
- Top 3 ranked school district in the State of Ohio, #11 in the U.S.
- Strong local workforce backed by top 3 employers including Cardinal Health, Nationwide & OhioHealth
- Dublin has a low unemployment rate of 3.1% vs. 4.3% in the State of Ohio; white collar jobs make up 82% of the employment base in Dublin
- Dublin ranked #1 Best Place to Live in Ohio (2018) and #6 nationally (2017) by real estate website Niche.com

Highly Sought-After Sawmill Road Location and Trophy Quality Construction

- Located along the highly coveted Sawmill Road commercial corridor – a 3-mile retail corridor flanking Interstate-270 occupied by the top national retailers including Whole Foods, Trader Joe's, Kroger Marketplace, Walmart, Home Depot, Lowe's, Target and many more
- Immediately adjacent to one of the city's highest performing Kroger Marketplace supermarkets and benefitting from cross access
- Across the street from a 2014 constructed Walmart Supercenter, a development that the nation's top retailer spent 10 years pursuing
- Planned new medical development behind George's Run: Emerald Parkway physical rehab hospital featuring 40-60 bed clinic specializing in sports and orthopedic injuries
- Signalized hard-corner location with average traffic counts between 30,000-40,000 vehicles per day along Sawmill Road directly in front of property
- Oversized 3.19 acre parcel with an abundant 152 parking spaces and multiple points of access
- Trophy quality, incredibly expensive to replicate 2016 construction featuring best-in-class design amenities including stone wall finishes, pitched roofing and cupolas. These finishes are mandated by the city and create very high barriers to entry for new competitive buildings.



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sing

Estates at
Scioto Crossing



Subject
Property



Planned New Medical
Development



Sawmill Road ± 41,000 ADT



Sawmill Commons



Olde Mill Lakes

\$105,000
AVERAGE HOUSEHOLD INCOME
(1-MILE RADIUS)

Dublin's Bridge Street District Will Redefine the Future of Northern Columbus

- Designed to attract new talent, new businesses and new residents, the Bridge Street District is changing the face of Dublin and is setting out to redefine the future of Northern Columbus; it will feature several expansive projects including Bridge Park, Riverside Crossing Park, a new Dublin public library & public garage, and a pedestrian bridge spanning the Scotio River
- Bridge Park is the cornerstone of the District's long-term vision, spanning 30 acres that is creating 3M SF of new space and will feature over 850,000 SF of office, 50,000 SF of restaurant space, 150,000 SF of retail, 850 apartment units, 105 luxury condos for sale and a 150-key AC Hotel by Marriott with a nearly 800-guest conference center
- Bridge Park's Phase I features \$155M of private investment, not including land costs; Dublin issued \$32M in bonds to pay for parking garages in Phase I and Moody's Investors Service rated the bonds an Aa1 rating
- Construction began in 2014, delivered its first product in 2016 and is estimated to be completed in 2020

PHENOMENAL 3-MILE RADIUS DEMOGRAPHICS



\$117,821

2018 EST. AVG. INCOME



6.24%

GROWTH 2018 - 2023



79,821

2018 EST. POPULATION



Downtown
Columbus

**Subject
Property**

Sawmill Road ± 41,000 ADT

Emerald Parkway

Bridge Park Development

New 3M SF Mixed-Use Master Plan



Columbus, Ohio – 14th Largest City in the Nation & Booming Population Growth

- Estimates show Columbus will grow from 2.02M residents in 2015 to 2.65M in 2040; growth rate of 30.8% ranks in the top 30 out of 933 metropolitan areas tracked nationally
- Columbus is home to the world's largest private research and development foundation - The Battelle Memorial Institute, and The Ohio State University - the nation's third largest university campus
- Realtor.com recently ranked Columbus as America's fourth-hottest housing market based on the number of hits each listing receives and time on the market
- Per capita income growth has outpaced the rest of country (25% vs. 22% between 2010-2016)
- Columbus grew by 1.8% in 2017, the highest growth rate in the State of Ohio and the fastest growth Columbus has posted since 2000

Ideal Balance of Food, Medical and Service Tenancy

George's Run is 100% leased to tenants which are highly immune from the threat of e-commerce:

- **Cucinova Pizza**, which is owned by Sbarro, is a high quality fast fire pizza and Italian restaurant concept. Offering a great in house dining experience as well as take out, the company caters well to the local demographic.
- **PetValu**, an international specialty retailer of premium pet food, treats, toys and accessories, offers Dublin residents a curated alternative to large format retailers like PetSmart and Petco. Offering grooming services and knowledgeable staff, customers are much more likely to shop in store than online. PetValu has 300 locations throughout 12 states and another 200+ in Canada.
- **Lady Jane's**, a premium grooming salon for men with 100 locations across 15 states, is highly unique because it does not franchise. With 15 years of successful operating history, Lady Jane's plans to continue its robust expansion into major metros across the U.S. including Houston, Indianapolis, Portland and Salt Lake City.

PET VALU (28% GLA) HAS 500+ STORES IN NORTH AMERICA





- Duck Donuts, a 72-unit donut shop specializing in fresh, made-to-order donuts, was founded in 2006 with plans to open 140 locations. According to its website, Duck Donuts is the fastest growing donut shop in the country.
- Daily Dental & BracesBar is owned and operated by a local dental practitioner who has expanded her practice to three locations across the Columbus metro including offices in Grove City and Gahanna. Offering high quality general and cosmetic dentistry as well as smile correction solutions at competitive prices, Daily Dental & BracesBar has established itself as a premier service provider within the Columbus metro.

FINANCIAL ANALYSIS

Rent Roll

Tenant	Lease Start	Lease End	GLA (SF)	Rental Rate (Yearly)	Rental Rate (Monthly)	Rent/SF (Yearly)	Rent Increases	Options	Lease Type
<i>Cucinova Pizza (Sbarro)</i>	3/15/2016	3/31/2026	2,600	\$93,600	\$7,800.00	\$36.00	10% Increases Every 5 Years	Two, 5-Year	NNN
<i>Duck Donuts</i>	12/2/2017	12/31/2027	2,410	\$48,200	\$4,016.67	\$20.00	10% Increases Every 5 Years	Two, 5-Year	NNN
<i>Daily DENTAL & bracesbar</i>	5/27/2016	5/31/2026	2,066	\$61,980	\$5,165.00	\$30.00	10% Increases Every 5 Years	Two, 5-Year	NNN
<i>Lady Jane's</i>	8/15/2016	8/31/2026	1,440	\$37,195	\$3,099.60	\$25.83	10% Increases Every 5 Years	One, 5-Year	NNN
<i>Pet Valu</i>	3/29/2016	3/31/2026	3,356	\$100,680	\$8,390.00	\$30.00	Varying every 5 years	Two, 5-Year	NNN
Totals			11,872	\$341,655					





Cash Flow

	YEAR 1 DEC-2019	YEAR 2 DEC-2020	YEAR 3 DEC-2021	YEAR 4 DEC-2022	YEAR 5 DEC-2023	YEAR 6 DEC-2024	YEAR 7 DEC-2025	YEAR 8 DEC-2026	YEAR 9 DEC-2027	YEAR 10 DEC-2028
Rental Revenue										
Base Rent	\$341,655	\$341,655	\$358,563	\$367,640	\$372,460	\$372,460	\$372,460	\$391,815	\$402,054	\$407,356
Expense Recoveries	\$149,694	\$153,672	\$158,616	\$163,290	\$167,878	\$172,356	\$176,968	\$182,686	\$188,091	\$193,396
Total Revenue	\$491,349	\$495,327	\$517,179	\$530,930	\$540,338	\$544,816	\$549,428	\$574,501	\$590,145	\$600,752
Operating Expenses										
Common Area Maintenance	(\$28,021)	(\$28,861)	(\$29,727)	(\$30,619)	(\$31,538)	(\$32,484)	(\$33,459)	(\$34,461)	(\$35,494)	(\$36,561)
Trash Removal	(\$8,470)	(\$8,724)	(\$8,985)	(\$9,255)	(\$9,533)	(\$9,819)	(\$10,113)	(\$10,417)	(\$10,729)	(\$11,051)
Utilities	(\$15,796)	(\$16,270)	(\$16,757)	(\$17,260)	(\$17,778)	(\$18,311)	(\$18,860)	(\$19,427)	(\$20,009)	(\$20,609)
Insurance	(\$4,161)	(\$4,286)	(\$4,415)	(\$4,547)	(\$4,683)	(\$4,824)	(\$4,969)	(\$5,118)	(\$5,271)	(\$5,429)
Property Taxes	(\$76,164)	(\$78,449)	(\$80,803)	(\$83,227)	(\$85,724)	(\$88,295)	(\$90,944)	(\$93,673)	(\$96,483)	(\$99,377)
Management Fee	(\$17,083)	(\$17,083)	(\$17,928)	(\$18,382)	(\$18,623)	(\$18,623)	(\$18,623)	(\$19,591)	(\$20,103)	(\$20,368)
Total Operating Expenses	(\$149,695)	(\$153,673)	(\$158,615)	(\$163,290)	(\$167,879)	(\$172,356)	(\$176,968)	(\$182,687)	(\$188,089)	(\$193,395)
Net Operating Income	\$341,654	\$341,654	\$358,564	\$367,640	\$372,459	\$372,460	\$372,460	\$391,814	\$402,056	\$407,357

PHYSICAL DESCRIPTION

Building & Site Profile

Property Name	George's Run
Address	7705 - 7721 Sawmill Road Dublin, OH 43016
Assessor's Parcel Number (APN)	273-012661
Zoning	GC: PUD District Northeast Quad
Gross Leasable Area	± 11,872 SF
Lot Size	± 3.0 Acres (130,680 SF)
Year Built	2015
Number of Buildings	1
Number of Stories	1
Parking Spaces	± 152 Surface Spaces
Parking Ratio	12.8 : 1,000 SF



OUTPARCEL TO THE HIGHEST GROSSING KROGER MARKETPLACE WITHIN THE COLUMBUS METRO



THE TENANTS



Private | Subsidiary of Pet Retail Brands
www.petvalu.com

PETVALU OVERVIEW

Pet Valu is a Canadian specialty retailer of pet food and supplies that is a one-stop shop for customers, as stores offer a broad selection of premium pet food, supplies and services; the boutique pet supplies chain carries a selection of over 7,000 products, all of which are offered at the most competitive prices. Stores are designed as spa-like destinations for pets, and feature complimentary services including self-serve pet wash stations equipped with shampoos, towels and dryers. Taking pride in being pet experts as well as pet lovers, Pet Valu’s exceptionally knowledgeable professional staff offers customers and their pets the best service. The small format of Pet Valu’s stores allow for these employees to develop lasting connections with their customers, thereby enhancing the shopping experience.

Currently operating at over 770 locations across North America, Pet Valu is continuously pushing for innovation and expansion. In 2016, Pet Valu merged with Pet Supermarket, bringing together two of the fastest growing pet specialty retailers and creating the largest small-format, neighborhood pet specialty retailer in North America: Pet Retail Brands. This new company acts as an operator of both Pet Valu and Pet Supermarket stores, which add up to a total of over 1,000. With stores from the East Coast to the West Coast and from Miami to Vancouver, Pet Retail Brands has an extensive retail footprint and is well positioned for continued geographic and sales growth.

# of Locations	± 1,000
Headquartered	Markham, Ontario
# of Employees	± 1,500
Year Founded	1976



Private
www.duckdonuts.com

# of Locations	± 72
# of Planned Locations	± 140
Headquartered	Mechanicsburg, PA
Year Founded	2006

DUCK DONUTS OVERVIEW

Established in the town of Duck, North Carolina, Duck Donuts is one of the East Coast’s most beloved donut franchise chains that pioneered the novel concept of a custom donut, an idea that has grown into a multimillion-dollar business. Not only has the brand taken root as a breakfast destination, but it has also become a choice lunch and snack option. Duck Donuts is one of the most successful donut franchises in the country; it earned an estimated \$32M in sales revenue in 2017 from its 44 stores. The brand’s shops offer a unique style of service where every donut is cooked to order, served warm and custom-topped to customers’ specifications with more than 40 choices of coatings, topping and drizzle sauces. Besides donuts, the store sells donut ice cream sundaes, donut breakfast sandwiches, tea and three varieties of brewed coffee.

After opening franchise sales in 2013, Duck Donuts set into motion its significant, albeit organic, expansion. Today, it is the fastest-growing donut shop in the United States with 72 operational stores in 15 states. In the summer of 2018, Duck Donuts opened its first store in California, giving the company a national presence. By the end of 2018, the company expects to have roughly 90 stores open and there 140 more stores under development or planned in 23 states and two countries. Founder Russel DiGilio anticipates that the franchise will open about 40 locations per year.



Private
www.ladyjanes.com

# of Locations	± 100
Headquartered	Birmingham, MI
Year Founded	2004

LADY JANE'S OVERVIEW

Lady Jane's Haircuts for Men provides premium grooming services specifically geared towards men. Salons feature an environment tailored to the comforts of men, from double-digit HD Plasma TVs and sports memorabilia on the walls to soothing leather recliners. The staff is comprised of award-winning stylists who excel at providing precise and trendy men's haircuts, facial hair trimming, hair and scalp treatments, and coloring and highlights. Lady Jane's first-class service and customized experience have established a loyal and long-lasting fan base, thereby contributing to the salon chain's steady growth the past few years to over 100 locations in more than 20 states.



Private
www.pizzacucinova.com

# of Locations	5
Headquartered	Columbus, OH
Year Founded	2013

PIZZA CUCINOVA OVERVIEW

Founded in 2013 by the company behind Sbarro, Pizza Cucinova is an innovative artisanal pizzeria designed to be at the high end of fast casual. The growing concept combines the convenience of fast food pizza with the quality and comfort of full-service pizza restaurants, filling the gap in the industry with the artful execution of their hand stretched dough and premium, fresh ingredients. Menu items are inspired by the traditions and recipes of Naples Italy, and consists of a wide variety of pizzas, pastas, salads, beverages and a flavorful cheesecake dessert. First-time customers quickly turn into regulars after dining at one of these higher end customer experience fast casual restaurants.



Private
www.bracesbar.com

# of Locations	± 3
Headquartered	Gahanna, OH
Year Founded	2015

DAILY DENTAL & BRACESBAR OVERVIEW

Dedicated to providing children and adults an enjoyable and affordable dental experience, daily DENTAL & bracesbar is a general and cosmetic dental office that offers a comprehensive list of dental services. The dental practice specializes in dentures and fillings, exams and cleanings, dental implants, teeth whitening and braces treatments utilizing Fastbraces – the original, efficient and safe braces system. One of the most effective and innovative technologies, Fastbraces Technology promises a better smile at an affordable price with treatments ranging from weeks to months. The dental practice is constantly looking to incorporate the most up to date technologies, such as Fastbraces, to ensure that patients have an enjoyable and comfortable dental experiences. Additionally, daily DENTAL & bracesbar's skilled dental staff excels at customizing the most suitable treatment schedules and promoting a soothing, office environment for both patients and their families.

MARKET AREA & LOCATION

Columbus, Ohio

Located in central Ohio on the Scioto River, Columbus is the state capital and the largest city within Ohio. It is the core city of the Columbus, Ohio metropolitan area, which is one of the fastest growing major metropolitan areas in the country. Full of energy and excitement, this state capital is booming in more aspects than just its population growth: the area is deemed as one of the strongest metros in the country for job creation.

An up-and-coming tech city, Columbus is a well-blended combination of government, industry and the Ohio State University that enjoys a prosperous economy that is based on a wide variety of industries including education, insurance, banking, fashion, defense, medical research, and hospitality. This diverse backbone brings economic stability to the area and is responsible its draw to millennials, resulting in a young and vibrant atmosphere throughout the city. Columbus area research and technology institutions in particular are attracting the brightest minds from around the world.

Recent Development

Big things have been happening in Columbus in terms of revitalization with substantial efforts underway to revive the downtown area and its inner neighborhoods through the restoration of the historic German Village and the Short North district as well as the construction of downtown condominiums and new neighborhoods throughout the city. The Scioto Mile, now the focal point in downtown Columbus, has been one of the most transformative recent projects and is the subject of national accolades, namely the Urban Land Institute's Urban Space Award. Adding 33 acres of new riverfront parkland in the heart of downtown, the \$44M restoration created a vital network of public green spaces that reconnected downtown to the Scioto River.



#1 Metro for Job Growth
in the Midwest

- U.S. Bureau of Labor and Statistics



#1 Up and Coming
High-Tech City

- Forbes Magazine

The Ohio State University

Commonly known as Ohio State, the Ohio State University is a large, public institution on a 1,777-acre urban campus in the heart of Columbus. The university has a total graduate and undergraduate enrollment of almost 60,000 students who bring a strong intellectual and cultural base to the capital city. As Ohio's best and one of the nation's top-20 public universities, Ohio State offers more than 160 undergraduate majors and a variety of graduate programs through such highly ranked schools as the College of Education and Human Ecology, Max M. Fisher College of Business and College of Medicine. Outside of academics, students can participate in more than 1,000 on-campus clubs and organizations, intercollegiate, club and recreational sports programs, Greek life, and three student governments.



Dublin, Ohio

Located just northwest of downtown Columbus, Dublin is a city recognized as one of the most prestigious local communities in the Columbus area. More than 47,000 residents enjoy the amenities and business opportunities the city has to offer, which includes convenient access to 20+ corporate headquarters, 4,300+ businesses and world-renowned events such as the Dublin Irish Festival; Dublin offers residents and visitors space and comfort to live an enriched and well-balanced life. The city is also recognized as the center of municipal innovations. A leader in tax increment financing, Dublin Broadband and green initiatives, Dublin excels at city run initiatives which efficiently facilitate city development and construe a healthy economy. Constantly ranked as one of the safest cities in the nation and one of America's Top 20 Creative Class Cities, Dublin is the ultimate destination for young professionals, entrepreneurs and creative spirits.



Local Economy

Dublin has a commercial vacancy rate less than 9% with over 4,300 business with 7M SF of commercial space and 2,000 acres of available land. Home to the headquarters of many renowned companies such as Cardinal Health, Wendy's and IGS Energy, Dublin attracts new businesses to set home in the city every year with its extraordinary efforts in supporting entrepreneurship, innovation and sustainability. The city has a highly educated workforce where 80% of the residents have obtained a bachelor's degree or higher where the extraordinarily capable talents help construct its vibrant local economy centered around finance and insurance; professional, scientific, tech services, and healthcare and social assistance. Actively developing city-planned sectors such as the Dublin Entrepreneurial Center (DEC), Dublin focuses on cultivating entrepreneurs and start-ups to develop and retain business opportunities, especially in the technology, green and international segments.

Top Employers

- Cardinal Health Inc.**
- OhioHealth (& Dublin Methodist Hospital)**
- Dublin City Schools**
- CareWorks Family of Companies**
- Fiserv Corporation**

Property Demographics

POPULATION	1-MILE	3-MILE	5-MILE
2023 Projection	12,587	84,803	204,326
2018 Estimate	11,952	79,821	191,894
Growth 2018 - 2023	5.31%	6.24%	6.48%
INCOME	1-MILE	3-MILE	5-MILE
2018 Est. Average Household Income	\$105,852	\$117,966	\$118,374



Bridge Street District

Dublin's Bridge Street District is the city's centerpiece, serving as its historical and cultural heart. Built on a vision that emphasizes diversity and vitality, the corridor seamlessly connects the walkable neighborhoods along the Scioto River to green spaces with aesthetic natural features. Over a dozen multi-million dollar developments along with harmonious mixed-use districts promote an integrated community life with vibrant public spaces. Large-scaled city planned projects such as Riverside Crossing Park will further strengthen the tie between the corridor and surrounding communities in the hopes to construe a larger community that celebrates environmental sustainability along with civic engagement.



Riverside Crossing Park Development

Riverside Crossing Park is one of the most anticipated projects in the city that will connect Historic Dublin and the heart of the Bridge Park District upon completion. Supported by both public and private funding totaling \$17.7M, the park will spread across both east and west side of the river and become the focal point of Dublin's Scioto Riverside Park Master Plan. Major features of the park include: a pedestrian bridge that will span the Scioto River with the potential to become Dublin's new landmark; flexible lawn space for events and casual recreation; pathways and trails that allow for full immersion into the nature and river access and overlooks that will provide direct access to a range of water activities such as kayaking and canoeing. With the West plaza scheduled to complete in spring 2019 and the East plaza in 2021, the park will become a vibrant and collaborative community gathering space that integrates and balances nearby commercial, residential and retail developments.

Bridge Park Development

Currently in its second phase of development, Bridge Park is a walkable, mixed-use project spanning over 30 acres along the Scioto River in downtown Dublin. Construction began on the project in 2014 first phase of the project was completed in 2016 and the second phase in 2020. Upon completion, Bridge Park will anchor the Bridge Street District and become the cornerstone of the city. The park is built on the concept of connectivity and sustainability; there are numerous innovative eateries, entertainment venues, luxury condos and apartments, Class A office space and retail space amidst a refreshing landscape. Reflecting the city's long-term vision for the Bridge Street District, Bridge Park offers residents and visitors an eclectic urban experience that emphasizes on walkability and active civic engagement.



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ABOUT PEGASUS

Pegasus is a boutique commercial real estate investment and advisory firm based in Los Angeles, California. Specializing in retail shopping centers, single tenant net leased and multifamily properties throughout the United States, Pegasus has consistently delivered on its 30 year reputation of providing high quality, white glove service throughout all stages of the investment sales process. Pegasus provides its clients, which include high net worth private investors, family trusts, private & public REITs, local and regional developers and syndicators with advisory services encompassing underwriting, market research, investment sales and asset management. Pegasus continues to set the bar for high quality, boutique investment sales brokerage and advisory by relying on its industry-leading talent which include experienced institutional and private sector investors.



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